

New York State Energy Research and Development Authority

Green Jobs – Green New York Q4 2017 Quarterly Update

Quarter ending December 31, 2017

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Program Description

Green Jobs – Green New York (GJGNY) provides funding for energy assessments, low-cost financing for energy upgrades, and technical and financial support to develop a clean energy workforce. GJGNY is a statewide effort to strengthen communities through energy efficiency and uses constituency-based organizations to support program outreach in underserved communities. GJGNY enables New Yorkers to make a significant difference in homes, businesses and neighborhoods—making them more comfortable, more sustainable, and more economically sound. GJGNY is administered by NYSERDA and made available by the [Green Jobs – Green New York Act of 2009](#).

1 Workforce Development

GJGNY supports a broad range of education and training programs aimed at creating an experienced green collar workforce. This workforce will have the relevant skills and credentials needed to support New York State's growing clean energy economy. The workforce training programs help meet the demand for energy efficiency and renewable energy measures and technologies. Through public-private partnerships, Workforce Development Programs fund the development and delivery of cutting-edge training programs, and provide financial support to those who wish to pursue new career training, professional certifications and critical on-the-job training.

1.1 Training Program Updates

Clean Energy Technical Training

From the program's inception through December 31, 2017, 3,919 New Yorkers were trained in a range of energy efficiency and renewable energy courses.

While most GJGNY-funded training partnership agreements ended by December 2016, NYSERDA has one active GJGNY-funded training partnership agreement with Green City Force (GCF), a Brooklyn-based provider of training and job placement support to disadvantaged young adults. Through October 2017, 38 students were placed in clean energy internships and 35 participants have graduated from the program. A new cohort of 23 students began their training on November 1, with an anticipated completion date of mid-February. Of the graduates to date, 32 have been placed in clean energy sector jobs, two have been placed in jobs outside the clean energy sector, and one is still searching for employment. All job placements have resulted in hourly pay of \$15 per hour or higher.

New York City Housing Authority (NYCHA) recently announced its commitment to installing solar electric on many its properties. GCF is expanding its training program to include solar career pathways for trainees and alumni to ensure that young NYCHA residents are positioned to access opportunities created by investments in solar on NYCHA developments. Further, as part of their service training, GCF students have been engaged in intensive work in Brownsville, Brooklyn, in partnership with the New York City Mayor's Office, NYC Chief Technology Officer, surveying residents on ways to improve the recycling system in their community. Students are building a data collection and management skill set that is transferable to a wide range of multifamily clean energy work.

2 Outreach and Events

GJGNY Outreach and Marketing provides for community-based outreach, enabling one-on-one assistance with the process of participating in the GJGNY Program. This, combined with both print and electronic statewide marketing initiatives, increases the reach of the program, particularly among disadvantaged populations and those not traditionally participating in energy-efficiency programs. The GJGNY CBO outreach program expired in November 2017. NYSERDA has implemented a new program funded through the Clean Energy Fund.

2.1 Outreach Activities

Constituency-based organizations (CBOs) continued to assist customers to access the Home Performance with ENERGY STAR program (HPwES) offered through Green Jobs-Green New York. Through December 2017, CBOs are responsible for 7,713 completed assessments resulting in 2,495 completed retrofits. Approximately 85 percent of those retrofits were for Assisted HPwES customers who have a household income of up to 80 percent of the county median income, which is the target market for CBOs.

Figure 2-1. CBO Percentage of GJGNY Completed Assessments.

Figure 2-1 provides percentages of GJGNY residential assessment completions by quarter that were initiated by CBOs versus other sources, such as home performance contractors or online searches.

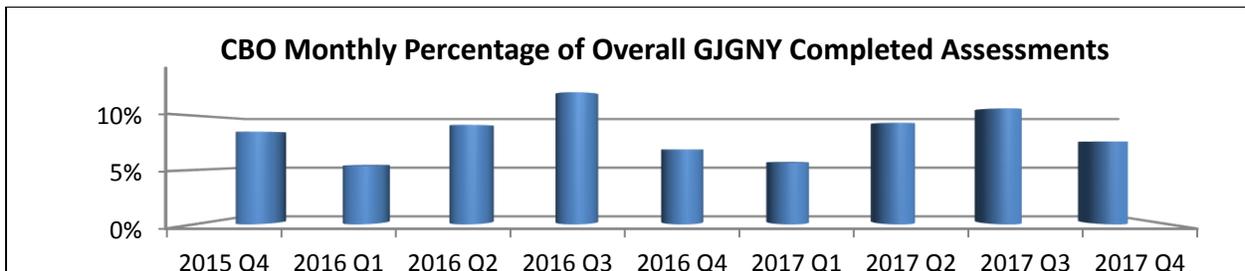


Figure 2-2. CBO Percentage of GJGNY Unit Completions.

Figure 2-2 provides percentages of project (by number of units) completions by quarter that were initiated by CBOs.

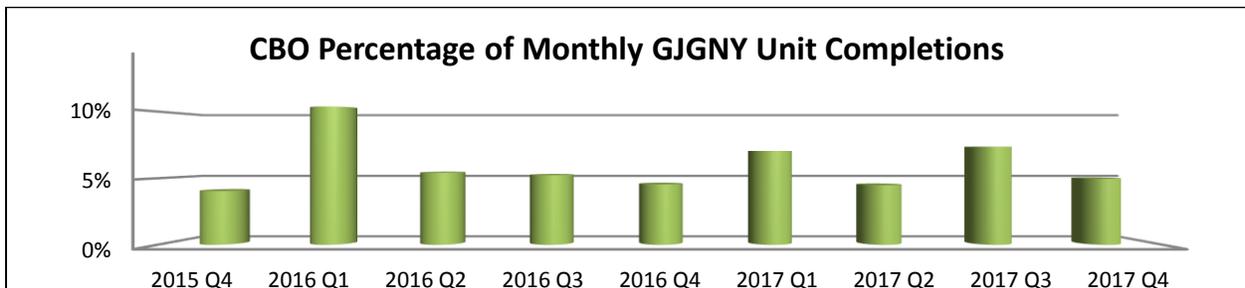
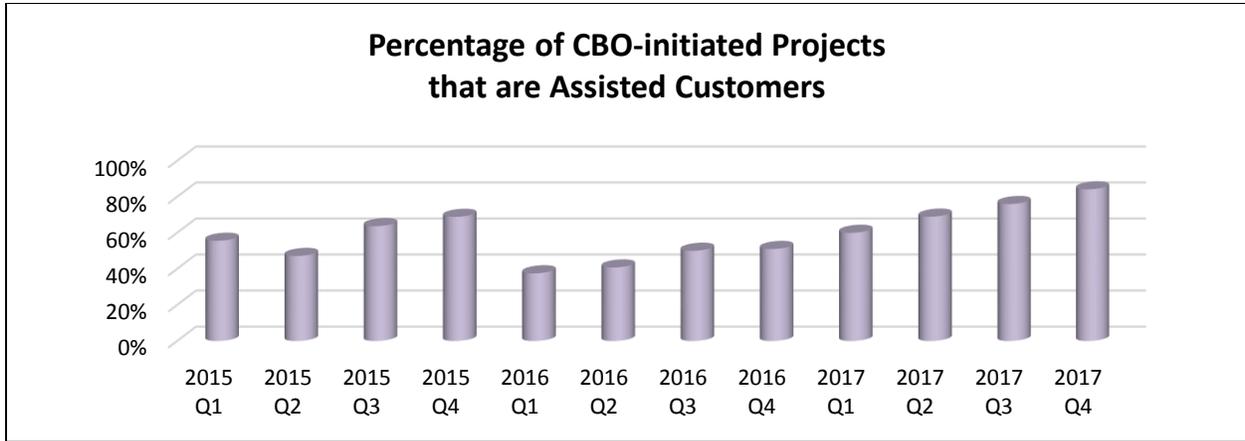


Figure 2-3. Percentage of CBO-initiated Projects that are for Assisted Customers.

Figure 2-3 provides percentages of CBO-initiated project completions for Assisted Home Performance customers by quarter.



3 One- to Four-Family Residential Buildings Program

GJGNY provides home assessments and financing to support energy efficiency and renewable energy improvements to one-to-four family homes.

NYSERDA's Home Performance with ENERGY STAR® (HPwES) program offers homeowners in New York State a comprehensive approach to improving energy efficiency and home comfort while saving money. Participating Building Performance Institute (BPI) Gold Star contractors conduct energy assessments and upgrades. Income-qualified homeowners are eligible for additional incentives to make energy improvements.

The GJGNY loan also supports deployment of solar photovoltaic (PV) through the NY-Sun program, solar thermal (hot water) systems, and certain wood and pellet stove replacements through Renewable Heat NY.

3.1 Home Performance with ENERGY STAR® Assessments

In the fourth quarter of 2017, 4,267 free/reduced-cost comprehensive home energy assessment applications were received. The program to date conversion rate from assessment to energy retrofit remains strong at 30 percent. The conversion rate for the period between December 2016 and December 2017 was 39 percent. The average cycle time between assessment completion to project completion for the period between December 2016 and December 2017 was 81 days.

Table 3-1. Home Performance with ENERGY STAR Assessments.

Table 3-1 provides HPwES monthly and cumulative assessment figures.

Timeframe	CBO Initiated since 11/1/11 ^a	GJGNY Totals since 11/15/10 ^b	
Received Audit Applications			
Quarter	261	4,267	
Program to Date	12,450	159,978	
Average # of Applications Received per Month	166	1,871	
Approved Audit Applications			
Free			
Quarter	261	4,092	
Program to Date	12,142	142,266	
Reduced Cost			
Quarter	11	297	
Program to Date	650	11,369	
Total Approved Audit Applications	12,792	153,635	
Average # of Applications Approved Per Month	171	1,797	
Scheduled Audits			
Scheduled Audits as of End of Current Month	59	5,693	
Completed Audits^c			
Goal: (77,500-Audits)	Free		
	Quarter	206	2,567
	Program to Date	7,691	108,908
	Reduced Cost		
	Quarter	5	149
	Program to Date	412	8,357
Total Completed Audits	8,103	117,265	
Audit Funds Invoiced to Date		\$29,954,160	

^a Round 2 CBO production as of 6/1/2012.
^b GJGNY totals since 11/15/10 are inclusive of CBO initiated activities.
^c Reported data includes all audits offered through the Residential Free/Reduced-Cost Energy Audit Program. In mid-2016, NYSERDA began using CEF funds for audits in CEF electric utility territories.

3.2 Home Performance with ENERGY STAR® Projects

Of the 36,013 projects completed through HPwES resulting from a GJGNY assessment and/or GJGNY financing, 12,667 (35 percent) projects are associated with income-qualified customers who have a household income of up to 80 percent of the county median income.

In the fourth quarter of 2017, there were 1,385 HPwES project completions, of which 1,177 (85 percent) were associated with a free/reduced cost audit or GJGNY Financing. Forty-two percent of the GJGNY HPwES project completions were for income-qualified customers who have a household income of up to 80 percent of the state or county median income.

Table 3-2. Home Performance with ENERGY STAR Projects.

Table 3-2 provides HPwES monthly and cumulative project figures.

Timeframe	CBO Initiated since 11/1/11	GJGNY Totals since 11/15/10 ^a	HPwES Totals since 11/15/10 ^b
Projects Contracted			
To Date	2,757	34,822	NA
Completed Projects/Units^c			
Assisted			
Quarter	58/58	493 / 516	575 / 606
Program to Date	1,354/1,571	12,667 / 13,169	20,038 / 20,731
Market Rate			
Quarter	21/21	684 / 734	810 / 873
Program to Date	1,153/1,066	23,346 / 23,619	28,394 / 28,738
Total Completed Projects/Units (Project Goal: 25,000)	2,507/2,637	36,013 / 36,788	48,432 / 49,469
^a Projects completed resulting from a GJGNY Audit and/or GJGNY Financing. ^b Total HPwES including GJGNY Projects. ^c Projects completed and units served resulting from GJGNY.			

3.3 One- to Four-Family Residential Buildings Financing

GJGNY provides two loan options for consumers: On-Bill Recovery (OBR) loans, which enable customers to make payments through their utility bills; and Smart Energy loans, unsecured loans that are paid back directly to NYSERDA's loan servicing contractor. Both loans offer expanded credit qualification criteria (Tier 2) enabling some applicants who would not qualify for a loan based on more traditional criteria (Tier 1) to qualify for GJGNY loans.

As of December 31, 2017, 21,759 Residential GJGNY Loans have been issued to date, comprising of 14,765 Home Performance with Energy Star® (HPwES) loans, 6,960 Photovoltaic (PV) loans, 11 Solar Thermal (ST) loans and 23 Renewable Heat NY (RHNY) loans. Of the 21,759 total loans issued, 17 percent are Tier 2 customers, representing 16 percent of the total funds, while 83 percent are Tier 1 customers representing 84 percent of the funds.

Of the 14,765¹ HPwES loans issued to date, 36 percent are for Assisted HPwES customers, representing 27 percent of the total funds; while 64 percent are for Market Rate customers representing 73 percent of the total funds; 18 percent are Tier 2 customers, representing 17 percent of the total funds, while 82 percent are Tier 1 customers representing 83 percent of the funds. Of the loans issued for Assisted HPwES customers, 70 percent are Tier 1 loans, while 30 percent are Tier 2.

Since the launch of On-Bill Recovery, 23 percent of the Assisted HPwES customers who access financing use OBR Loans, while 32 percent of the Market Rate HPwES customers who access financing use OBR Loans; 24 percent of Tier 2 customers use OBR Loans while 30 percent of Tier 1 customers use OBR Loans.

Of the 6,960 PV loans issued to date, 51 percent are OBR Loans and 85 percent are Tier 1 customers. 117 of these PV loans also have an Affordable Solar incentive.

¹ This includes GJGNY loans issued through PSEG LI's HPwES, AHPwES, & Enhanced programs.

Table 3-3. Green Jobs–Green New York Financing Details.

Table 3-3 provides cumulative details of the Green Jobs–Green New York financing program. EE= energy efficiency only. PV = PV only. EE & PV = a loan incorporating both energy efficiency and PV. RH = renewable heat (pellet or wood stoves).

GJGNY Loan Type	Applications Received (Number)*	Applications Approved (Number)	Loans Issued (Number)	Loans Issued (Dollars)	Loans Awaiting Issuance (Number)**	Loans Awaiting Issuance (Dollars)
EE Smart Energy Loan		14,563	10,895	\$98,863,398.31	546	\$4,392,522
EE On-Bill Recovery Loan		6,259	3,870	\$43,695,889.68	(54)	\$2,282,545
Total	32,037	20,822	14,765	\$142,559,288	492	\$6,675,067
PV Smart Energy Loan		4,034	3,371	\$55,655,470.85	174	\$2,689,940
PV On-Bill Recovery Loan		4,574	3,555	\$61,062,830.18	112	\$2,902,627
Total	10,692	8,608	6,926	\$116,718,301	286	\$5,592,567
EE & PV Smart Energy Loan		52	26	\$473,301.40	0	\$0
EE & PV On-Bill Recovery Loan		93	8	\$176,050.13	0	\$0
Total	336	145	34	\$649,352	0	\$0
RHNY Smart Energy Loan		38	22	\$222,235.14	6	\$37,562
RHNY On-Bill Recovery Loan		10	1	\$13,445.00	0	\$0
Total	86	48	23	\$235,680	6	\$37,562
ST Smart Energy Loan		11	9	\$64,039.49	0	\$0
ST On-Bill Recovery Loan		2	2	\$11,510.00	0	\$0
Total	13	13	11	\$75,549	0	\$0
Grand Total	43,164	29,636	21,759	\$260,238,170	784	\$12,305,196
*Applicants are not required to choose loan type (Smart Energy vs On-Bill Loan) at time of application, therefore only total applications are shown.						
**As the number of successor loans increases and pipeline loans decreases the number can appear as a negative. Dollar amount of loans awaiting issuance is not impacted.						

Table 3-4. Green Jobs–Green New York Financing Summary.

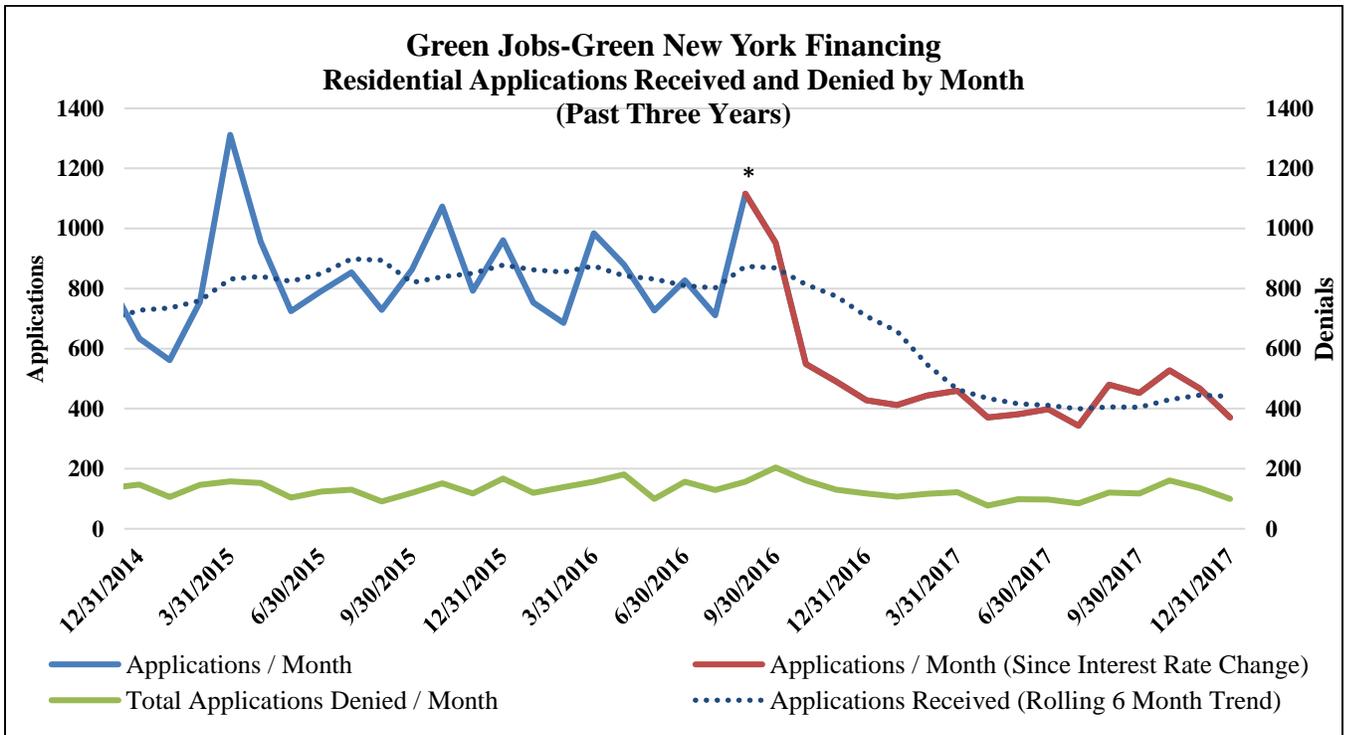
Table 3-4 provides a cumulative summary of Smart Energy Loan and On-Bill Recovery Loan activity.

Financing Summary	Smart Energy			On-Bill Recovery		
	Tier 1	Tier 2	Total	Tier 1	Tier 2	Total
Loans Issued	11,711	2,612	14,323	6,306	1,130	7,436
Value	\$128,381,747	\$26,896,698	155,278,445	\$89,367,525	\$15,592,200	104,959,725
Average Loan*	\$10,962	\$10,297	\$10,841	\$14,172	\$13,798	\$14,115
Average Term	13.5	14.2	13.6	14.7	14.8	14.7

*Average Loan Amount for borrowers with Assisted Home Performance projects is \$7,200.

Figure 3-1. Green Jobs–Green New York Financing Residential Applications Received and Denied, per Month, for the Past Three Years.

Figure 3-1 illustrates the number of applications received and denied per month for GJGNY loans for the Past Three Years.



*Denotes deadline for applications that were submitted before tiered interest rate took effect.

**Reductions in July 2014 denials is due to revised underwriting criteria which allowed previously denied applications to be rescreened and qualify.

Figure 3-2. Green Jobs–Green New York Financing Smart Energy and On-Bill Recovery Loans Issued, per Month, for the Past Three Years

Figure 3-2 illustrates the number and percentage of total GJGNY Smart Energy Loans and On-Bill Recovery Loans issued per month for the Past Three Years.

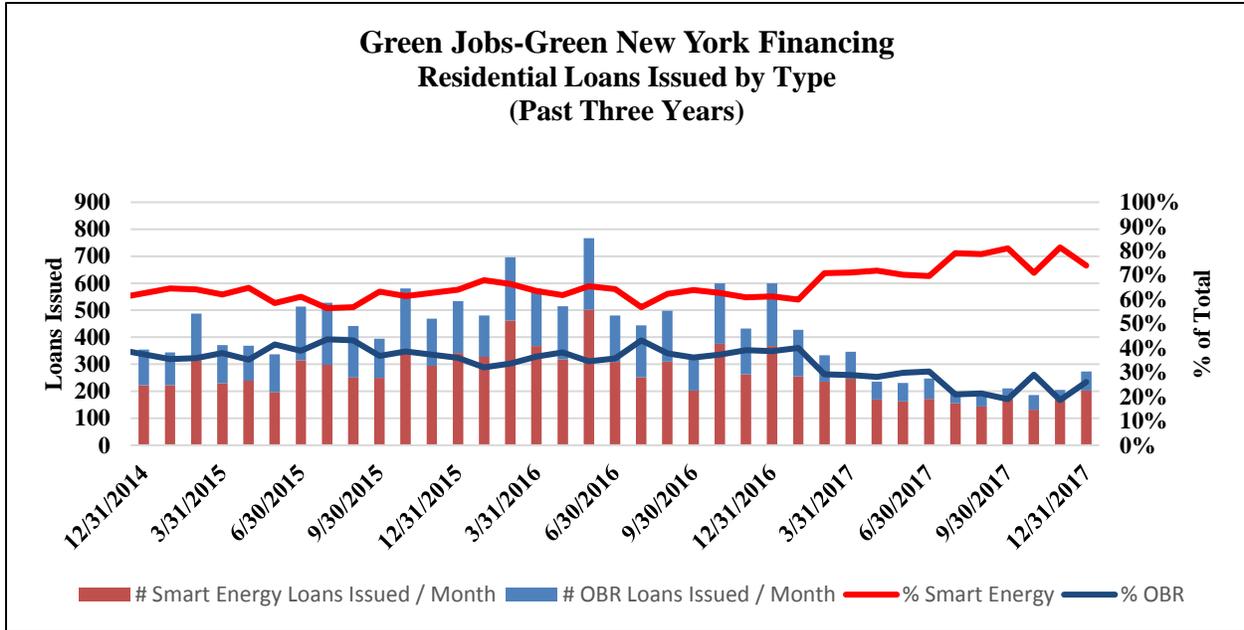


Figure 3-3. Green Jobs–Green New York Financing Loans Issued by Tier, per Month, for the Past Three Years

Figure 3-3 illustrates the number and percentage of total GJGNY loans issued by tier, per month, for the Past Three Years

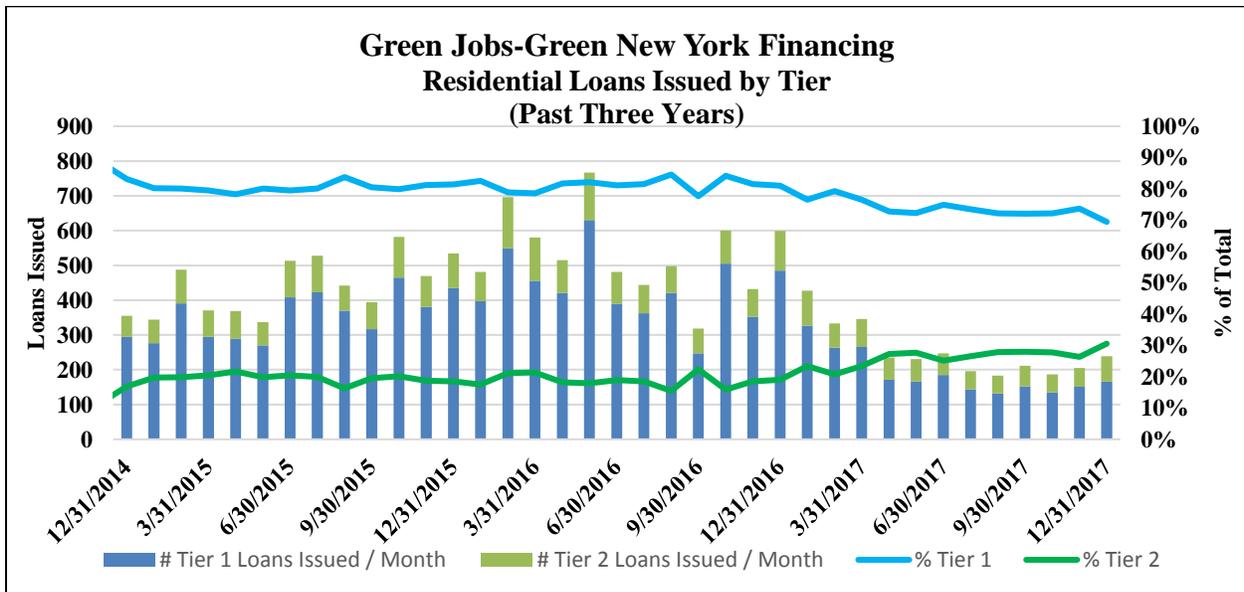
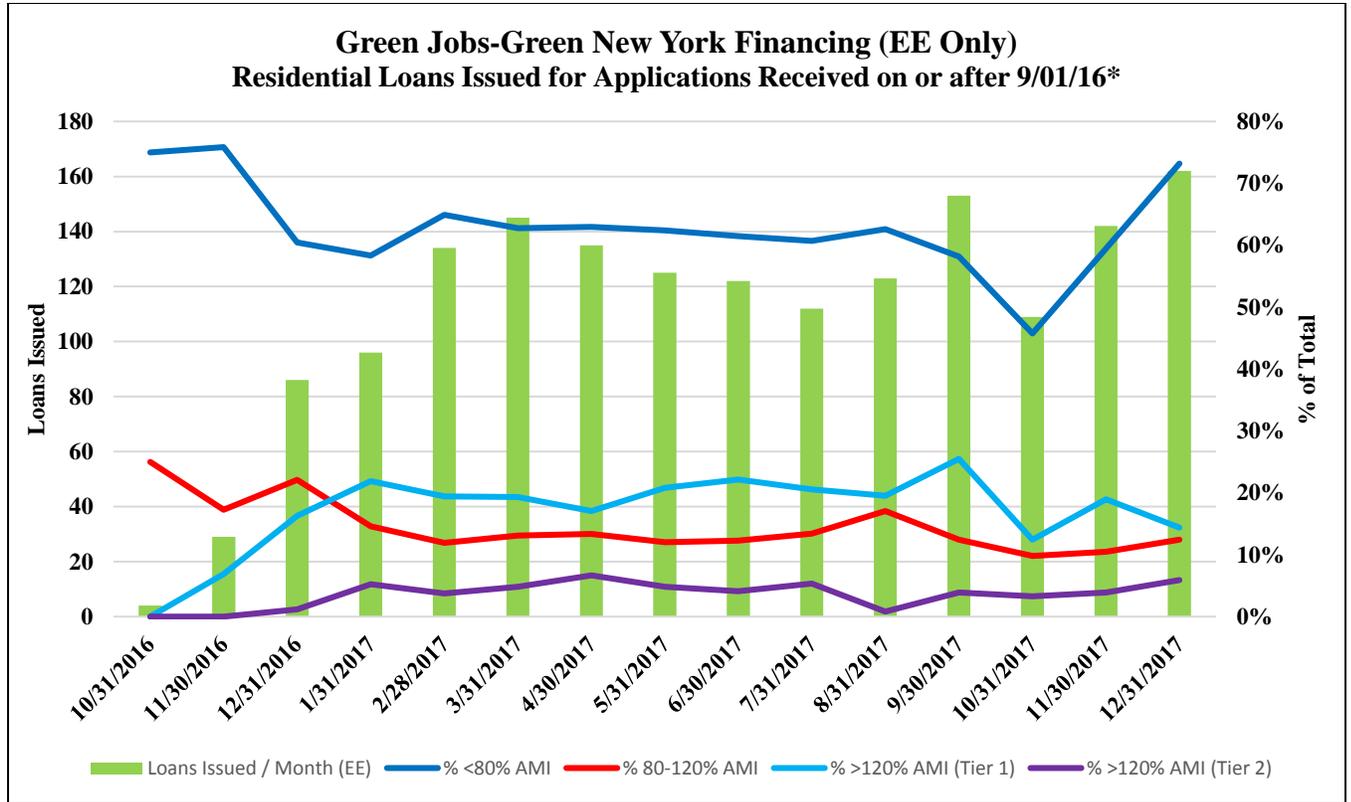


Figure 3-4. Green Jobs–Green New York Financing Residential Energy Efficiency Loans Issued, per Month, for Applications Received on or After 9/01/16

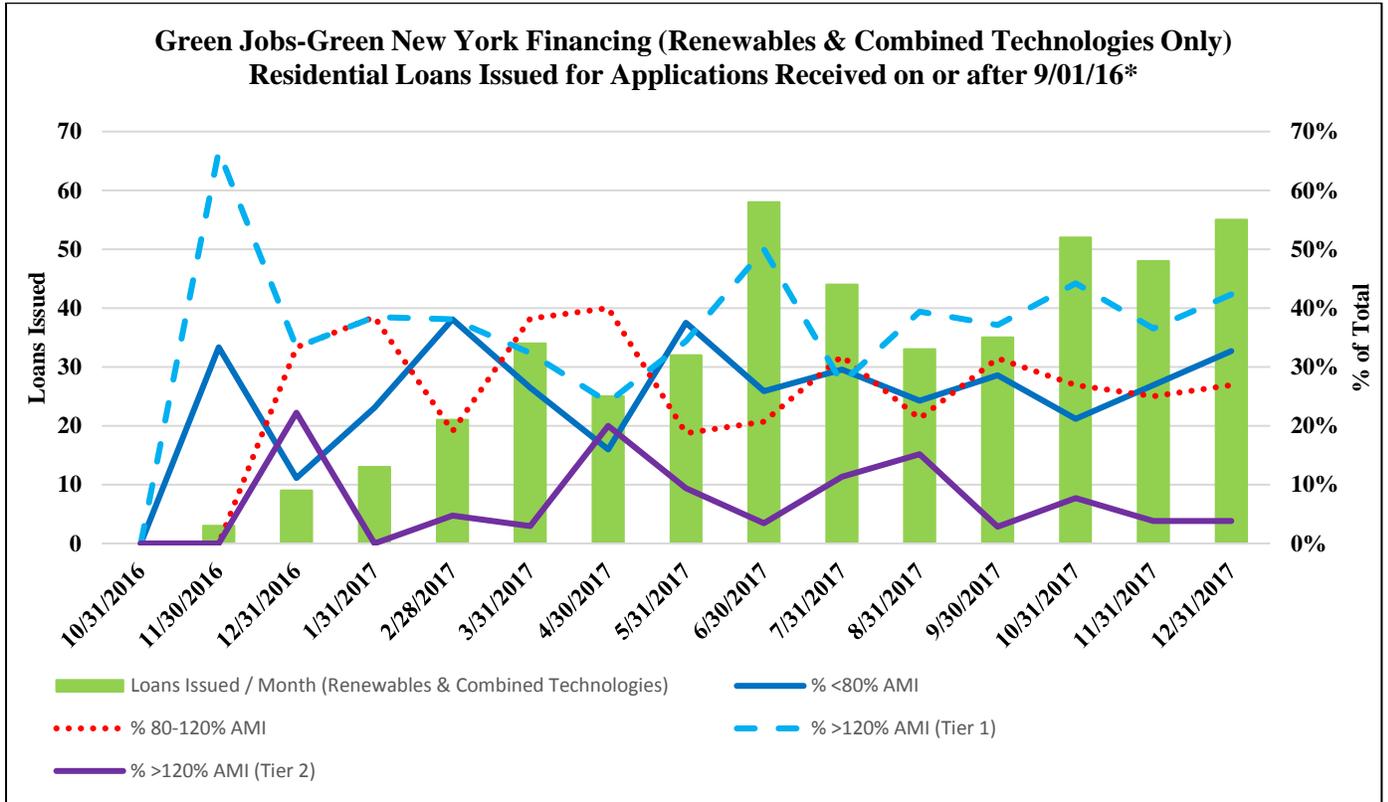
Figure 3-4 illustrates the number of GJGNY Energy Efficiency loans issued for applications received on or after 9/01/16, per month, and the percentage of the total that each household income group contains.



* AMI = Area Median Income, which is the greater of the State or County Median Income. Households with incomes greater than 120% AMI are further grouped by underwriting Tier, with different interest rates applying to each group.

Figure 3-5. Green Jobs–Green New York Financing Residential Renewables and Combined Technologies Loans Issued, per Month, for Applications Received on or After 9/01/16.

Figure 3-5 illustrates the number of GJGNY Renewables and Combined Technologies loans issued for applications received on or after 9/01/16, per month and the percentage of total that each household income contains. Please note that the small number of loans issued to date for this subset of loans should not be used for analyzing future performance.



*AMI = Area Median Income, which is the greater of the State or County Median Income. Households with incomes greater than 120% AMI are further grouped by underwriting Tier, with different interest rates applying to each group.

4 Multifamily Energy Performance Portfolio

NYSERDA offers a portfolio of programs and incentives for owners, facility managers, developers, and condo/co-op boards of multifamily buildings with five or more units in New York State. NYSERDA’s programs make it easier to assess, fund, implement, and measure energy efficiency upgrades that improve building performance and save money.

4.1 Multifamily Energy Performance Assessments

Through December 2017, from the 333 approved assessment applications, 304 (91 percent) assessments have been completed.

Table 4-1. Multifamily Energy Performance Assessments.

Table 4-1 provides Multifamily Performance monthly and cumulative assessment figures.

Metric	Q4 2017			Cumulative			
	Affordable Housing	Market Rate Housing	Monthly Total	Affordable Housing	Market Rate Housing	Program Total	Budget/ Goal
Received Assessment Applications	0	0	0	193	140	333	
Approved Assessment Applications	0	0	0	193	140	333	500
Assessment Funds Encumbered (\$)	0	0	0	2,342,960	1,120,987	3,463,947	
Assessment Funds Invoiced (\$)	0	0	0	1,291,100	\$694,930	1,986,030	3,000,000
Completed Assessments	0	0	0	170	134	304	400
Number of Projects Withdrawing from MPP after Assessment*	0	0	0	17	29	46	

*MPP Projects must achieve a minimum of 15 percent in energy savings. Projects may choose to proceed outside MPP. Some may choose smaller work scopes which will not achieve program standard and thus not be eligible for MPP and some may elect to access utility incentives. If energy efficiency projects are completed, building owners that have an authorized assessment would still be eligible to apply for GJGNY financing.

4.2 Multifamily Energy Performance Projects

Through December 2017, the Multifamily Energy Performance Program has completed 32,894 housing units with installed measures. Of those units with installed measures, 15,539 (47 percent) are associated with affordable housing.

Table 4-2. Multifamily Energy Performance Projects.

Table 4-2 provides Multifamily Performance monthly and cumulative project figures.

Metric	Q4 2017			Cumulative		
	Affordable Housing	Market Rate Housing	Monthly Total	Affordable Housing	Market Rate Housing	Program Total
Projects in Pipeline*	0	0	0	193	140	333
Projects Contracted to have Measures Installed	0	0	0	193	140	333
Households Associated with Projects Contracted	0	0	0	32,785	32,817	65,602
Projects with Installed Measures (units)	0	0	0	15,539	17,355	32,894
kWh Savings of Installed Measures	0	0	0	13,810,878.6	4,103,148.2	17,914,027
MMBtu Savings of Installed Measures	0	0	0	198,280.1	177,455.9	375,736
Dollar Savings of Installed Measures	0	0	0	\$9,611,178.24	\$7,147,540.00	\$16,758,718.24
<p>*Projects that receive GJGNY-supported assessments and/or financing may also receive incentives through the System Benefits Charge (SBC), Energy Efficiency Portfolio Standard (EEPS), Regional Green House Gas Initiative (RGGI), and/or utility programs, such that the projects' energy savings may not all be attributable solely to GJGNY.</p>						

4.3 Multifamily Energy Performance Financing

As of December 2017, the Multifamily Performance Program has closed 22 loans with a total value of \$12,099,798. NYSERDA’s share of that total loan value is \$3,834,685.

Table 4-3. Multifamily Energy Performance Financing.

Table 4-3 provides Multifamily Performance monthly and cumulative financing figures.

Loan Status	Q4 2017			Cumulative		
	Number	NYSERDA Share of Total Loan Value	Total Loan Value	Number	NYSERDA Share of Total Loan Value	Total Loan Value
Participation Agreements Approved	0	\$0	\$0	22	\$3,834,685	\$12,099,798
Loans Closed	0	\$0	\$0	22	\$3,834,685	\$12,099,798

5 Small Commercial Energy Efficiency Program

NYSERDA’s Small Commercial Energy Efficiency Program offers financial and technical assistance to help small businesses improve their energy efficiency and reduce their energy costs. This program offers free assessments and two low-interest loan options to finance energy efficiency projects. The first one is On-Bill Recovery Financing, which makes it possible for small businesses and nonprofits to use the savings on their energy bills to pay for their energy efficiency upgrades. The second one is the Participation Loan, where NYSERDA partners with lenders across New York State to help small businesses and nonprofits access low-interest financing for energy efficiency improvements by providing a share of the loan principle at a low interest rate. In addition, eligible small business and not-for-profit customers participating in NYSERDA’s NY-Sun Solar PV Incentive Program can now access low-interest GJGNY financing to install solar PV systems of up to 200 kW.

5.1 Small Commercial Energy Efficiency Assessments

Through December 2017, the Small Commercial Energy Efficiency Program has completed 4,216 assessments. The assessment program closed in December 2016, but eligible applicants can receive cost-shared assessments via NYSERDA’s FlexTech program. NYSERDA will create and issue a measure package in 2018, which will include an outreach component.

Table 5-1. Small Commercial Energy Efficiency Assessments.

Table 5-1 provides Small Commercial Energy Efficiency monthly and cumulative assessment figures.

Metric	Q4 2017			Program Cumulative		
	GJGNY	ARRA*	Monthly Total	GJGNY	ARRA*	Program Total
Received Assessment Applications	0	0	0	3,574	934	4,508
Completed Assessments	0	0	0	3,367	849	4,216
*The GJGNY Act of 2009 restricts the provision of GJGNY-funded energy assessments to small business and not-for-profit organizations with 10 employees or less. American Recovery and Reinvestment Act of 2009 (ARRA) funds were used for eligible small business and not-for-profit organizations that have more than ten employees. ARRA funding expired on September 30, 2013.						

5.2 Small Commercial Energy Efficiency Projects

Through December 2017, the Small Commercial Energy Efficiency Program estimates 1,855 project completions as a result of GJGNY funded assessments.

Table 5-2. Small Commercial Energy Efficiency Projects.

Table 5-2 provides an estimate of Small Commercial Energy Efficiency monthly and cumulative project figures.

Metric	Q4 2017	GJGNY Program Cumulative
Estimated Projects Completed*	0	1855
*The 2015 Small Commercial Energy Efficiency Program Impact Evaluation found that 44 percent of the energy savings recommended through program audits were reported to be implemented. Estimated projects completed are inclusive of those that used ARRA funds referenced in Table 5-1 above.		

5.3 Small Commercial Energy Efficiency Financing

Through December 2017, the Small Commercial Energy Efficiency Program has closed 71 loans with a total value of \$3,437,693. NYSERDA’s share of that total loan value is \$2,243,671.

Table 5-3. Small Commercial Energy Efficiency Financing.

Table 5-3 provides Small Commercial Energy Efficiency monthly and cumulative financing figures.

Loan Status	Q4 2017			Program Cumulative		
	Number	NYSERDA Share of Total Loan Value	Total Loan Value**	Number	NYSERDA Share of Total Loan Value	Total Loan Value**
Applications Approved*						
Participation Loans	1	\$8,276	\$16,551	147	\$2,986,112	\$6,271,116
On-Bill Recovery	0	\$0	\$0	91	\$2,851,504	\$3,551,619
Loans Closed						
Participation Loans	3	\$98,927	\$197,855	31	\$984,462	\$2,075,344
On-Bill Recovery	2	\$64,449	\$64,449	40	\$1,259,209	\$1,362,349
Total	5	\$163,376	\$262,304	71	\$2,243,671	\$3,437,693
The Small Commercial Energy Efficiency Financing Program has 13 participating lenders.						
* Customer applications are assessed for both Participation Loan and On-Bill Recovery Loan eligibility prior to approval. Approved application values are inclusive of loans that have moved forward to closure.						
**The total loan value represents the total value of the loan issued by the lender to the borrower. The total loan value may include financing for non-energy efficiency projects. NYSERDA's share of the total loan value represents 50% of the total energy project cost or \$50,000, whichever is less.						

6 Evaluation

The overarching goals of Evaluation are to provide objective and credible information that supports optimum program operation and outcomes, as well as program accountability. Three major types of evaluation are implemented for the GJGNY program. Process evaluation provides information to support program operations by addressing program efficiency and effectiveness, satisfaction and barriers to participation, among other issues. Impact evaluation provides information to help understand actual program impact and improve energy impact estimates, including economic, environmental, and non-energy benefits; in doing so it supports program accountability. Market evaluation also provides information to support program operations and accountability by characterizing and assessing target markets for programs.

Evaluation Activities

There are no GJGNY evaluation activities active at this time. Any new activity will be reported to the Advisory Council in future reports. [GJGNY evaluation reports](#) can be found on NYSERDA's website.